

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

# MACE™ The Dark Age

MACE is not your  
typical fighting game.  
It's way, way better!



Great game play, astonishing  
3D graphics, and awesome  
characters make Mace  
the wildest fighting game ever.



Atari Games Corporation 675 Sycamore Drive Milpitas, CA 95035 tel (408) 434-3700 fax (408) 434-3776  
<http://www.atari.com>

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# OFF ROAD CHALLENGE™

## TIME OUT

SEPTEMBER 1997



THE END OF THE  
ROAD IS ONLY  
THE BEGINNING



Coin Cascade Ltd.,  
5 Vulcan Place,  
Christchurch,  
Ph 338 1411,  
Fax 338 1410

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distribution licence held by Coin Cascade Ltd.



# NOW YOU'VE HIT PAY DIRT!

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.



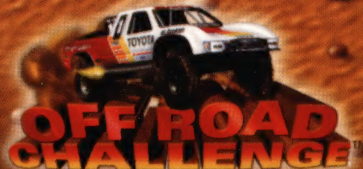
Strap yourself in and get ready to ride! Players battle the elements and each other in a race that takes them across 6 rugged courses including the Mojave Desert, Las Vegas and Pike's Peak.

Players can add extra coins or gain credits during game play to super-charge their trucks in the Speed Shop, resulting in increased earnings from this revolutionary option!

Independent suspension and power-slides make interaction between truck and environment amazingly realistic. Delivering heart-pounding excitement and unbelievable earnings, Off Road Challenge is the most exciting off road racing game ever.

- 4 selectable trucks and 4 hidden trucks
- Link up to 4 games
- Course terrains include snow, water, asphalt, dirt, sand, rocks and mud

- Players customize trucks in the Speed Shop
- Endorsed by Ivan Stewart - the winningest off road driver of all time



# GTI CLUB

RALLY COTE D'AZUR

## KONAMI introduces "BOMB TAG"

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LINKABLE  
UP TO 4 UNITS

GTI CLUB  
DELUXE OF  
SINGLE



RACE THROUGH  
INCREDIBLE  
COTE D'AZUR



Konami of America, Inc. • 900 Deerfield Pkwy • Buffalo Grove, IL 60089-4510 — Reach us on the World Wide Web at: [www.konami.com](http://www.konami.com)  
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# WORLD JOURNAL

## SEPTEMBER 2-4

### Saltex (Sport, Amenities & Landscaping Trades Exhibition

Royal Windsor Racecourse, UK

Contact: Ind't Exhibitions

Ph: +44 1932 564455

Fax: +44 1932 560009

## SEPTEMBER 10-13

### Warsaw Slot, Light & Sound Exhibition

Palace of Culture, Warsaw, Poland

Contact: Lasson & AT

Ph: +44 181 878 8900

Fax: +44 181 878 9499

## SEPTEMBER 15-17

### 4th Ukrainian Gaming & Amusement Exhibition

### Entertainment Industry '97

Kiev Palace of Sport, Ukraine

Contact: Informsys Ltd

Ph: +380 44 446 8375

Fax: +380 44 241 7393

## SEPTEMBER 18-21

### JAMMA

Tokyo Big Sight, Tokyo, Japan

Contact: JAMMA

Ph: +81 3 3438 2363

Fax: +81 3 5472 7115

## SEPTEMBER 23-26

### 1997 Fun Expo

Sands Expo Centre, Las Vegas, US

Contact: Bailey Beeken

Ph: +1 914 993 9200

Fax: +1 914 993 9210

## SEPTEMBER 25-29

### China Amusement Expo '97

Beijing Exhibition Centre, China

Contact: Bus & Ind'l Fairs Ltd

Ph: +825 2865 2633

Fax: +852 2866 1770

## SEPTEMBER 30 - OCTOBER 2

### Int'l Leisure Industry Week

NEC, Birmingham, UK

Contact: Ind't Exhibitions

Ph: +44 1932 564455

Fax: +44 1932 560009

## OCTOBER 1-3

### FER-INTERAZAR '97

Parque Ferial Jaun Carlos I, Madrid, Spain

Contact: Interalia SA

Ph: +34 3 416 1466

Fax: +34 3 415 0095

## OCTOBER 5-6

### ELEX '97

Expo Centre, Moscow, Russia

Contact: Boris G

Belotserkovsky

Ph: +7 812 315 5740

Fax: +7 812 315 6883

## OCTOBER 8-9

### Associated Leisure Preview

Novotel Hammersmith, London, UK

Contact: Howard & Wikberg Associates

Ph: +44 171 387 2021

Fax: +44 171 388 9663

## OCTOBER 1-15

### 17th Annual WWA Symposium & Trade Show

San Antonio Convention Centre, San Antonio, US

Contact: Patty Miller

Ph: +1 913 599 0300

Fax: +1 913 599 0520

## OCTOBER 14-16

### 1997 World Gaming Congress & Expo

Las Vegas Convention Centre, Las Vegas, US

Contact: Gaming &

Wagering Business

Ph: +1 212 594 4120

Fax: +1 212 714 0514

## OCTOBER 16-19

### ENADA 1997

RomeFair, 7 Georgofili Street, Rome, Italy

Contact: SAPAR

Ph: +39 6 88 473217

Fax: +39 6 440 2718

## OCTOBER 21-24

### Amusement Park China '97

China World Trade Centre, Contact: Reed Exhibition

Companies

Ph/Fax: +86 10 6501 4589

## OCTOBER 23-25

### AMOA Expo '97

Georgia World Congress Centre, Atlanta, US

Contact: Fred Newton

Ph: +1 312 245 1021

Fax: +1 312 321 6869

# LOOK OUT IT'S MORTAL KOMBAT 4



THE earnings from our franchise product keep on coming! With 10 backgrounds, 15 characters (yes, some hidden), plus the new weapons feature, Mortal Kombat 4 will be the smash hit you've been waiting for.

A recent tour around America debuting this game had crowds of people standing 5 rows deep at some times.

Mortal Kombat is in high demand with the players. In just a 2 week period, 1.7 million hits have been made on the Mortal Kombat web site with players trying to find out about when & where the coin-op game will be available. 3 key areas that make this game different include:

## 1. GAME PLAY

This version has a 3D perspective with a dark, sinister look (a proven favourite with the players). Added to the fighting action are the following WEAPONS:

- There are 15 different weapons.
- Each character has a weapon within their repertoire of secret moves.
- Each character is still able to do all the special moves while holding the weapon which adds a whole new dimension to the game play.
- The weapons can be dropped and the opponent can pick them up and

use them if they know the secret code.

- Although there are secret codes, they activate new features, and are not as prominent as the previous games.

## 2. CHARACTERS

15 characters (12 selectable & 3 hidden)

- The characters are a mix of favourites from past games, new characters from Mythologies™, and all new characters to Mortal Kombat 4.
- The favourite returning characters will appear in new contexts.
- Each character will have the old moves, plus several special moves.
- More secret moves per character.

## 3. HARDWARE

5 times more powerful than previous games

- Uses the incredible, new ZEUS chip.
- Increases the speed of play and response time.
- Has increased polygons which give clearer, smoother graphics.
- The lighting effects now give an eerie, realistic feel to the game.
- Allows for more special effects.

Coin Cascade is filling an order for this game now so if you want it first call one of our ages now!!

"ASK ABOUT OUR FINANCE OPTIONS"  
CALL TOLL FREE 0800 TIMEOUT (846 3688)

Auckland/Northland: Bevan Fisher Ph 09 525-8135 Mobile 021 622-319 Fax 09 525-6410

Central: Robert Briggs Ph 07 346-3783 Mobile 025 946-724 Fax 07 346-3784

Lower N/I: Mike De Ruyter Ph 04 389-3919 Mobile 021 444-999 Fax 04 389-3657

Ken Thompson Ph 04 389-3919 Mobile 021 663-654 Fax 04 389-3657

South Island: Garth Ennor Ph 03 338-1411 Mobile 025 221-8694 Fax 03 338-1410



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# NEW SOFTWARE UPGRADE



- New Games
- Spanish Version
- More Collections



17 GREAT GAMES FOR HOURS & HOURS OF PLAY  
PLAYERS CAN COMPETE AGAINST EACH OTHER

3401 N. California Ave. Chicago, IL 60618 • (773) 961-1000 • Fax (773) 961-1000 • www.midway.com

# ECIALS

Tony's Palace Features New Slots!

**BALLY INQUISITOR**  
THE LATEST IN PINBALL, HITS AND DESIGN

**WHODUNNIT?**

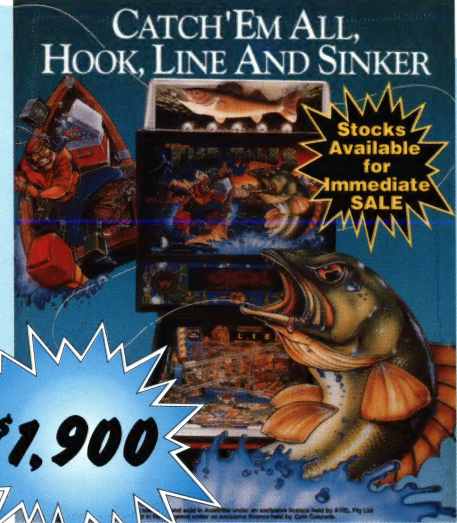
**\$4,800**



CATCH'EM ALL,  
HOOK, LINE AND SINKER

Stocks Available for Immediate SALE

**\$1,900**



IT'S ABOUT TIME

**DOCTOR WHO**

AVAILABLE NOW

**\$2,400**



ENTER INTO A NEW AGE OF PINBALL

You unlock this door with the key of imagination. Beyond it is another dimension...A dimension of sound...A dimension of sight...You're moving into a land of shadows and substance...of things and ideas...

**\$4,800**





# HOT SP



**CONGO**

**\$4,800**



**JOHNNY MNEMONIC**

**\$4,800**



**STAR TREK**

**\$2,950**




**ROAD SHOW**

**\$4,600**

ALL PRICES IN THIS MAGAZINE ARE EXCLUSIVE OF GST AND FREIGHT

TIME OUT


WINS: 00 99 DEATH COMES 99 WINS: 00 SUBZERU



AT 1.2 MILLION

Enter the sinister 3D realm of Mortal Kombat 4. MK4 is the first fighting game to feature true weapon combat, where players battling hand-to-hand can decide to use their unique weapons at any time. These interchangeable weapons can then be picked up, dropped, or stolen by opponents. With the introduction of this revolutionary feature, MK4 has taken fighting games into a whole new dimension.

Powered by Midway's exclusive new ZEUS chip, MK4 delivers 1.2 million four-sided polygons per second, making it more realistic than anything you've ever seen.




**ZEUS**

**POLYGONS**

- MK4 includes new fighters for a total of 15 selectable characters, including 3 hidden characters.
- More polygons, the addition of weapons, and lightning-fast response times make for stunning realism.
- Characters retain combinations from previous MKs and have new sets of moves to learn.
- Also available in 39" cabinet.

WINS: 00 99 WINS: 00 99 WINS: 00 99 WINS: 00 99

FUJIN SCORPION LIU KANG FUJIN



PER SECOND

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**MIDWAY**

**MORTAL 4 KOMBAT**

Specifications:  
Height: 73" (185 cm)  
Width: 28" (71 cm)  
Depth: 40" (102 cm)  
Weight: 100 lbs (45 kg)





## RADIO HAURAKI PROMOTION

**THE** dogged determination of 3 Aucklanders left each one of them \$20,000 richer after the Radio Hauraki Human Billboard promotion ended after a record 164 days on the ledge. The prize of \$20,000 for the last contestant on the ledge proved to be a greater incentive than initially

envisioned. With ongoing 24 hour security and medical costs, Radio Hauraki was forced to pay off the 3 remaining contestants as it was obvious that all 3 were determined to win. The promotion which was expected to last only a few weeks easily smashed the old world record set in America of 105 days.

## SKY TOWER OPENING

**44** tonnes of pyrotechnics (fireworks) exploded above and around the world's 6th largest tower as thousands of Aucklanders braved the biting cold to witness the Sky Tower's opening celebration on Saturday 2nd August. The dazzling light show included a display by the world's most powerful laser - the StellarRay - which created amazing aerial effects visible from several miles away. Howard and Son

who had recently won first prize at the Fireworks Championships in Sweden last year promised and delivered, a show many times more dazzling than that seen at Opera in the park or even the Bledisloe Cup display. Earlier in the day the tower was officially opened with a Maori welcome and the blessing of each floor by Kaumatua. New Zealand Army representatives abseiled down the Sky Tower with flares strapped to their legs and 4000 balloons were released.

## HAMILTON

**JOHN** and Kerry Wheaton of TimeOut Central have been doing their bit for the community by painting over graffiti in their area. Paint and brushes are supplied by the community police and operate in conjunction with the Graffiti Hotline that people are able to ring. In Rotorua free invisible marking pens

have been given to all residents to mark their property in a world first initiative to slow burglaries down.

**VIDEO** Ezy Greenwood Street Hamilton is on target to open late August. This store will incorporate 1000 sq.ft. of TimeOut. Best wishes to the Long family.

**"ASK ABOUT OUR FINANCE OPTIONS"  
CALL TOLL FREE 0800 TIMEOUT (846 3688)**

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 Ken Thompson Ph 04 389-3919 Mobile 021 663-654 Fax 04 389-3657  
**South Island:** Garth Ennor Ph 03 338-1411 Mobile 025 221-8694 Fax 03 338-1410

Exciting Soccer	\$50
Kageki	\$50
TMNT 2 player	\$135
Chopper 1	\$60
Slapfight	\$70
Wrestlefest	\$100
Juju	\$75
Knuckles Joe	\$60
Omega Fighter	\$70
Kiki Kaikai	\$50
3 Wonders	\$180
SF Hyper	\$250
Ghosts n' Ghouls	\$140
Mortal Kombat 2	\$450
Tekken	\$800
Hatris	\$80

### NEO GEO FOR SALE

Soccer Brawl	\$60
Art of Fighting	\$60
Fatal Fury 2	\$100
Samurai Shodown	\$60
World Heroes 2	\$120
World Heroes Jet	\$150
King of Fighters '94	\$150
Ninja Combat	\$60
Puzzle Bobble	\$350

### PINBALLS FOR SALE

Twilight Zone	\$2,000
Getaway	\$1,300
Addams Family	\$2,000
Creatures	\$1,500
Fishtales	\$1,300
Dr Who	\$1,500

**PH MARK 04 567 8757 OR 021 678 757**

### LOGIC BOARDS FOR SALE

2x Armoured Warriors (B)	\$300
1x Elevator Action	\$1,000
1x Fighting Vipers	\$5,000
1x Gun Bird	\$400
1x Jackie Chan	\$750
2x Killer Instinct 1 PCB	\$2,400
1x Killer Instinct 2 PCB	\$2,300
1x Macross	\$300
1x Marvel Super Heroes (B)	\$\$\$
4x Mortal Kombat 1	\$400
1x Mortal Kombat 3 Ultimate	\$700
2x NBA Jam Tournament	\$800
1x Raiden 2	\$1,600
4x Street Fighter CE	\$200
5x Street Fighter Hyper Fight	\$200
5x Street Fighter Super Turbo (B)	\$200
3x Street Fighter 2	\$200
1x Street Fighter The Movie	\$900
1x Street Fighter Alpha 1 (B)	\$900

1x Tekken 1	\$800
1x Tekken 2	\$1,700
1x Toshinden	\$900
1x Virtua Fighter 2 PCB	\$2,500
1x War Gods	\$2,400
1x X-Men (B)	\$800

### PINBALLS FOR SALE

No Fear	\$3,400
The Flintstones	\$2,500
The Shadow	\$3,000

### NEO GEO FOR SALE

2x 3 Count Bout	\$150
1x Agressors of Dark Combat	\$200
10x Art of Fighting 1	\$150
1x Baseball Stars	\$200
4x Burning Fight	\$100
1x Cyber Lip	\$100
8x Fatal Fury 1	\$100
4x Fatal Fury 2	\$250
1x Karnovs Revenge	\$400
1x King of Fighters 94	\$200
1x King of Monsters 1	\$200
1x Magical Drop	\$300
2x Mutation Nation	\$150
2x Ninja Combat	\$150
3x Ninja Commando	\$200
1x Pulstar	\$400
1x Samurai 1	\$100
1x Sengoku	\$200
2x Soccer Brawl	\$250
1x Super Baseball Stars 20/20	\$200
2x World Heroes 2	\$200
8x World Heroes 1	\$150
1x World Heroes Jet	\$200

### DEDICATED FOR SALE

Air Hockey Gamemasters	\$4,500
Cruisin' USA DX	\$23,000
Cyber Cycles twin	\$25,000
Cyber Cycles 50" twin	\$48,000
Gun Fighters 26" Lethal Enforcers 2	\$4,200
Killer Instinct 26" complete	\$4,800
Killer Instinct 2 25" dedicated	\$4,600
Laser Kits (Mad Dog 2 ...)	\$1,000
Lethal Enforcer Kit	\$800
Mortal Kombat 3 Ultimate 26"	\$3,500
NBA Jam Tournament 26"	\$3,500
Projector 50" big screen & console	\$8,000
Revolution X	\$6,500
T-Mec twin	\$13,500
2x Underfire 2 player	\$3,600
Virtua Cop 1 40" NRI mech high sec	\$11,500
Virtua Fighter 2 complete	\$4,500
Vidikron Wall Projectors 33" to 120"	\$6,000

**PH MAARTEN OR ALEX 09 524 5773**



# CLASSIFIEDS

## PINBALL SITE FOR SALE

Includes late model machines  
with good turnover  
**PH 04 389 7978** \$12,500

## PCBS FOR SALE

19XX (B) \$500  
Armoured Warriors (B) \$250  
Dark Stalkers (B) \$150  
Jackie Chan \$450  
Karate Tournament \$250  
Lethal Enforcer Kit \$1,000  
Lord of the Gun \$500  
Major title \$450  
Marvel Super Heroes (B) \$800  
Mortal Kombat \$600  
Mortal Kobmat 2 \$900  
Ultimate Mortal Kombat 3 \$750  
NBA Jam TE \$750  
Street Fighter 2 - CE \$250  
Street Fighter 2 - Turbo (B) \$300  
Street Fighter Alpha (B) \$700  
Street Fighter Alpha 2 (B) \$1,250  
Tekken \$800  
Tekken 2 \$1,500  
Toshinden 2 \$500  
Virtua Fighter 2 26" dedicated \$7,000  
X-Men (B) \$400

## CABINETS FOR SALE

26" Lowboy c/w NRI coin acceptor \$1,650  
26" Upright c/w NRI coin acceptor \$1,750

## DEDICATED FOR SALE

Air Hockey deluxe table formica \$4,250  
Cruisin' USA 26" twin sit down \$15,000  
Cyber Sled 26" twin sit down \$6,000  
Exhaust Note 26" twin sit down \$6,000  
Grand Prix Star 26" twin sit down \$6,000  
Rave Racer-Ridge Racer 3 twin 33" \$22,500  
Revolution X 25" dedicated cabinet \$5,990  
Sega Rally 26" & 29" twins \$30,000  
Stadium Cross 26" twin \$7,000  
Virtua Racer 26" twin sit down \$8,000  
Winning Run deluxe mover \$4,000

## PINBALLS FOR SALE

Addams Family \$4,500  
Attack from Mars \$7,400  
Creature/Lagoon \$2,100  
Demolition Man \$4,250  
Dirty Harry \$4,250  
Dr Who \$2,500  
Fish Tales \$2,100

Flintstones \$3,750  
Indiana Jones \$4,000  
Indy 500 \$6,250  
Judge Dredd \$2,950  
Popeye \$2,950  
Road Show \$5,500  
Shadow \$5,400  
Star Trek \$3,500  
Arabian Nights \$7,200  
Theatre of Magic \$7,000  
Whitewater \$2,100  
Who Dunit \$6,000  
World Cup '94 Soccer \$4,700  
Twilight Zone \$2,900  
**PH JOE OR RICHARD 09 525 0200**

## FOR SALE

Time Crisis PCB Kit \$6,500  
Suzuka 8 Hrs 20" twin \$5,500  
SF Alpha 2 A&B \$1,000  
Sega 26" twin \$23,000  
**MUST SELL PH MATTHEW 09 377 5388**  
**OR 025 759 059**

## FOR SALE

Star Trek pinball \$3,500  
**PH ANDREW 09 626 7372**

## PINBALLS FOR SALE

Addams Family \$2,400  
Congo \$5,400  
Star Trek TNG \$2,600  
Theatre of Magic \$4,600  
Twilight Zone \$1,700  
Who Dunit \$5,500

## DEDICATED FOR SALE

Cruisin' USA 26" twin \$16,000  
Terminator 2 \$1,400

## OTHERS FOR SALE

Outrun upright - mars mech \$750  
Pole Position Cock-Pit \$400  
20" Cabinetss Chaston or Taito \$250  
with logic from \$50  
Numerous Logic Boards from \$50  
**PH ARTHUR 04 528 8891 OR 025 421 968**

## GAME BOARDS FOR SALE

Final Fight \$145  
P-47 \$130



## ROTORUA



**CUE** Bar Rotorua opened on the 30th July. This is another in the chain of Cue Bars to open throughout the country and incorporates the popular combination of licensed premises, the latest in pool tables and games. Best of luck of John Stewart and partners.

**CASINO** fever has hit Rotorua with plans to build on unused Railways land. Local Maori have entered in a

partnership with American based Indians to open this project. It would appear that most NZ cities have planned to open a casino at some stage with Hamilton also planning to open. Time will tell if the proposed developments come to anything. I also note that a non refundable bond of \$450,000.00 has to be paid before the application will even be considered.

## TURANGI



Powhiri (blessing) that was held with the local Elders. This operation will run 24hrs a day and seven days a week.

**TURANGI** Burger King's official opening was on 11 August. This is the first of the Shell/Burger King/TimeOut combination stores. The opening was marked with a Maori



## CHRISTCHURCH NEWS

**NATHAN** Wooding, Nigel Wooding's son, recently qualified for the luck. Congratulations to Nathan and good Canterbury Under 12 Soccer Team.

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## BAY OF PLENTY/WAIKATO



**HIDDEN** speed cameras are currently being trialed within these regions. Reports through papers have shown that local speedsters are being caught in their hundreds. Operators within

this area are being forced to slow down or pay up. It would appear that we have another occupational hazard to contend with.

## POT BLACK TABLES



**POT** Black Tables shared their hospitality with two Wellington technicians recently. Petra James of Capital Coin and Brett Thompson of Spacetec Coin Ltd enjoyed the trip to Hamilton to work. They were there to learn the art of recovering pool tables.

John Stewart asked his pool table tec to teach them how to recover Quantum and Pot Black Tables.

Young Stewart (the pool table tec) taught them everything from the right tools, felt, balls and tips for doing the job. Thank you to Pot Black Tables.

## THE BIG TRIP



**TONY** and Eve Focus of Lunar Park Wellington, recently embarked on a six week tour of Europe, including Romania and Greece. When I spoke to Tony about his trip, he was really looking forward to going back overseas, and seeing some of his family while touring some more of the great countries, enjoying what they have to offer. Naturally Ron and

Mick of Lunar Park, should have everything covered around town, while Tony's away.

We'll be looking forward to hearing how the trip is going, and who knows, what we might even find out what new products there are to offer overseas.

We hope this trip goes to plan, and hope to see him back soon rested and keen to handle the busy period of the year looming ever so closer.

## CHRISTCHURCH OFFICE VIRTUALLY AUTOMATED



A Christchurch company is automating two front office concepts with release of the Virtual Receptionist and the Virtual Cashier.

The Virtual Receptionist uses multimedia techniques to display a company logo and photographs of staff. The screen is activated by a movement sensor in the foyer and a 'receptionist' provides a welcome by one of the staff and asks visitors to select the person they wish to see by touching their image. The Virtual Receptionist then contacts that person

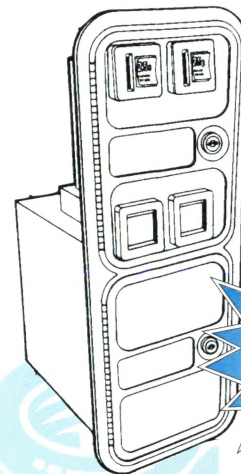
by intercom or telephone.

Other functions include a direct call to couriers, built-in entertainment, audio-visual information about the company, its products and staff and an electronic visitors book.

The Virtual Cashier is a self-service system that assist customers to obtain the service or information they require. A kiosk-based system delivers a consistently correct visual and audible message that can be tailored to suit a company's marketing and operational needs.



# SPECIALS



STEEL  
IMPORT  
DOORS

**\$75**

SEGA RALLY PLASTIC  
SIDES \$230.00

RUBBERS



3/8" WHITE NO. 19-2054 SPECIAL 15c  
1 1/4" WHITE NO. 23-6303 SPECIAL 15c  
1 1/2" WHITE NO. 23-6304 SPECIAL 55c  
2" WHITE NO. 23-6305 SPECIAL 50c  
2 1/2" WHITE NO. 23-6306 SPECIAL 55c  
2" BLACK NO. 23-6694-10 SPECIAL 50c



WICO JOYSTICKS  
2 FOR \$10

MCA JOYSTICKS  
GREEN/YELLOW



REPLACEMENT  
STEERING WHEEL  
AND HUB



**\$99.50**



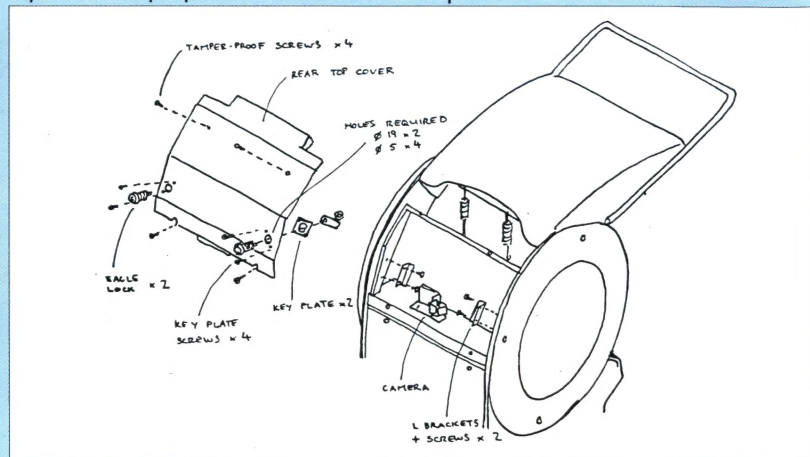
# TECHNICAL UPDATE

## NEOPRINT - CAMERA SECURITY

**PLEASE** be aware that there is the potential for video cameras to be stolen from Neoprint machines. The camera is easily accessed by removing the rear top cover which is only secured by four screws. It is recommended that these screws be replaced immediately with equivalent tamper proof screws. A secure

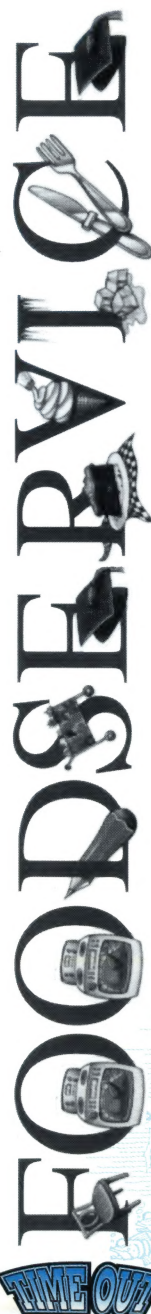
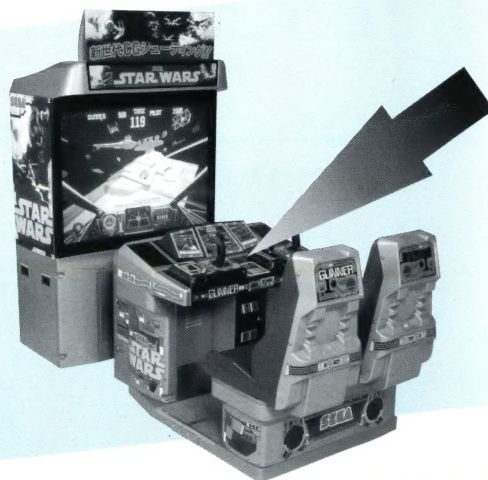
lock system has been developed for this panned and is easily fitted as shown below.

The kit includes all necessary parts including locks, brackets, screws, marking out templates. This will be available from national stores upon request.



## STAR WARS 50"

**THERE** are calibration adjustment controls located under the pricing covers, which is located below the red start button.



**THE** recent Foodservice '97 Food and Hospitality Trade Show is a showcase for the Food and Hospitality Industry and highlights new products, trends and services in the food, beverage and related industries. The Trade Show spanned 3 days from Sunday 10th till Tuesday 12th August and comprised 168 exhibitors including the TimeOut Group on stand #232 in Hall 2.

Those exhibiting this year were Wurlitzer Pty Ltd, Lion Breweries, Power Drinks Limited, Nestle Food Services, Country Fried Chicken, Sebel Furniture, Robert Harris Food and Beverage Service and Yarrows (the bakers) Ltd.

Franz the Food Association of New Zealand hosted a series of seminars and workshops sponsored by Lion Breweries which covered topics ranging from rents and leases in the industry to vegetarianism in the '90s and next century, to food and wine matching. Mr Kevin Stratful the Managing Director of Lion Breweries spoke on the Future Indicative - The Beverage Industry Towards 2000. A most important seminar to those in the hospitality and related industries given the likelihood of the much talked about lowering of the drinking age of 18 years.

The combined TimeOut Group Stand #232 hosted the latest in coin operated amusements for the industry and debuted 2 new products - NeoPrint by SNK and TouchMaster by Midway, both of which were well received. Other products on display included a 50" Aqua Jet, 26" twin Cruisin' World and the latest pinball from Bally - NBA Fastbreak.

The stand was ably supported by Darrell Skiffington and the staff of TimeOut Leisure, Robert Briggs, Jeremy Briggs and Mike Green from TimeOut Central (NI) Ltd, and Garth Ennor from Coin Cascade Ltd.

Quantum Games Inc., who partnered the TimeOut Group had a Pot Black Table on show which, proved highly popular with the technical students. Quantum Games Inc., was represented by John Stewart and Gavin Davey.

The variety of games presented by TimeOut attracted attention from all quarters with both young and not so young lining up to play all in particular the 50" Aqua Jet and the TouchMasters.

Notable among those who attended this year were; Brent and Carol Thompson of Games R Us, Hamilton, George Birch of Wurlitzer (NZ) Ltd, Keith and Jocelyn Davidson of Midas Coin, Mr John MacDonald, Mr Peter Simunovich, Howard Johnston and Wayne from HC & B Johnston Ltd, Mr Phil Ward from Phil Ward Enterprises, Kevin Grundy, David Blackall and Pamela Jenson from Stages TimeOut, Mr Paul Vasey from Music Makers (NZ) Ltd, and Kenny, Sandy, Ces, Michelle and Steve from Kenny's Bar and Grill.

As with last year the TimeOut stand proved to be a popular destination for many at the show through the volume of food onto the stand was markedly down of last year. The unofficial registered attendance for Foodservice '97 is 7,500 visitors at the time of writing.

Talk of Foodservice '98 is already in the air ... see you there next year ...







## MEDIEVAL MADNESS

THE design team responsible for the chart-topping, long earning Attack from Mars has done it again: taken a popular generic theme, added heavy doses of originality and innovation, and turned out a winner. This time, the lords and ladies from Williams Electronic Games turn their imaginations to the world of knights and dragons, castles and damsels in distress ... and the result



is Medieval Madness, which WMS bills as "a dazzling adventure that's sure to captivate players of all ages and skill levels."

Playfield toys and effects are effects are all over the place. A troll pops up from underneath. Players can lower the drawbridge and roll the pinball over it to get inside the articulated 3D model of a castle (which comes complete with moat). Hit the right target sequence and you "blow up" the castle, triggering a spectacular sound and light show. Players can launch attacks with that classic middle ages siege weapon, a catapult. They can tilt with lances in a jousting contest. They can even call up that wise old wizard, Merlin, to restore order to the realm.

Mars entertained players with this type of thing, plus slightly subversive humour, and Madness does likewise. The storyline features characters named "The Earl of Ego" and "Sire Psycho," among others, who have turned Camelot into, well, bedlam (an English word for a real, historical madhouse). The player's quest is simple: overthrow the mad knights and restore sanity to the realm! But first the player will have to go through a lot of clever twists, turns and challenges craftily created by WMS's "knights of the design table." For his daring, does he get knighted? Well, maybe. But for sure he can win jackpots in regular, double and super variety.

What else? Plenty! Multiball play modes, dynamic dot matrix animation, brilliant graphics and the DCS Sound System's presentation of an original musical score and speech. And don't forget the careful engineering, long-lasting durability and resale value that WMS has established. Exclusively available from Coin Cascade.

## TECHNICAL TRAINING ...

Minimising the down time of your machines means maximising the earnings ... **Protect your investment by ensuring that your machines work all the time ...** Your knowledge on how to cope with problems and how to maintain your machines is the most reliable and also the cheapest insurance you can take to protect your investment ...

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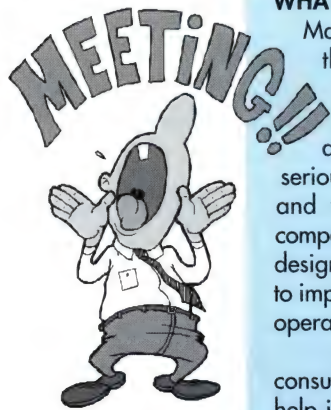




# Personal Growth .....

COURTESY THE MAIN REPORT

## BE COLLABORATIVE ...NOT ADVERSARIAL ...



**WHAT** do these have in common? ...

Many things were going wrong in the company ... Instead of pillorying its workers, management met with them and - on an equal footing - seriously discussed what went right and what went wrong. Another company set up a special programme designed to get worker input on how to improve a specific manufacturing operation.

Yet another company consulted with staff to find ways to help its people deal with job losses when this occurred. What they have

in common, as is obvious, is that both parties came together in each situation, not to belabour each other, but to find ways of handling a specific situation. Essential: Both parties must speak honestly.

You can use this approach with any group of employees, including unions. With the latter, especially, the first step is to clear the air ... As previous relationships may not have been cordial. Bottom line: If a company wants its change initiatives to succeed, management and labour must trust each other, and work together on their mutual interests.

## STAFF RELATIONS ...

**YOU** can buy a person's time; you can buy his physical presence at a given place; you can even buy a measured number of his skilled muscular motions per hour.

But you cannot buy enthusiasm. You cannot buy loyalty. You cannot buy the devotion of hearts, minds and souls. These you have to earn. Clarence Frances

## TO MAKE CHANGE SUCCEED, CHANGE YOUR MINDSET ...



**THE** more things change, the more they keep on changing. It had to happen as the pace of business becomes more frantic. Of course, there must be hardly a company around that hasn't had some kind of change programme going on over the past few years ...

You name it: Reengineering, TQM, ISO etc. However, none of these are going to be terribly effective without a significant shift in mindset. The shift: From a culture of stability to one of change. Corollary: Change

must be seen by all concerned as related not to fear, but to growth. Now, change does not have to equate with fear. In fact ...

You can take steps to make it relatively non-threatening ... Stay flexible. Teach your staff to maintain flexible attitudes. Don't agonise over change and spin it out. Make changes fast and broadly. That way, your people will come to adjust more readily to change.

# NEW RELEASES

## OFF ROAD CHALLENGE

**ONLY** trucks will be able to transport the mega earnings from Midway's latest driving game. This aggressive bump & jump game is easy to play, but challenging to master.

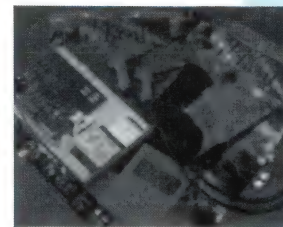
### GAME PLAY FEATURES

- Available in 25" and 31" monitor dedicated formats.
- Link up to 4 games together (2, 3 or 4).
- Six Fantasy off road courses take the player through a variety of terrain including: Snow, Rocks, Water, Asphalt, Dirt, Mud, Sand. Each track offers hidden bonuses along the way eg Super Nitro (3 times the power of a regular Nitro).
- 8 Trucks (4 hidden): including Ivan Stewart's truck, and 2 MONSTER trucks. Each truck has specific attributes which suit different courses. Some can go "off road" and still maintain their speed. Lookout trucks have the ability to run over each other! In addition, each truck has a

dynamic 4 wheel independent suspension system.

- Incredible SPEED SHOP option at the end of each game. During the game, each player can earn "credits" to spend in the Speed Shop, or they can buy speed shop credits. Thus, buys the player extra attributes to improve his performance. Test results indicate that up to one-third of the earnings come from speed shop! A visit here is a must for the serious competitor.
- The following areas can be customised and upgraded: Acceleration- increase your speed. Shocks- allows better response to the different terrain. Nitros- for quick bursts of speed. Top Speed- increases the top speed you can go. Tyres- inflate up those tires! Monster tyres for better speed and stability
- Key moves include: Power Slides, Jumps, Running over opponents

## ATARI ANNOUNCES MAXIMUM FORCE KIT



**ATARI** Games recently announced the long-awaited release of the universal kit version of its popular video, Maximum Force, which became available during the first week of this month for any standard resolution JAMMA-compatible cabinet.

A precision-based shooting game, Maximum Force offers 30 minutes of game play including secret rooms. The kit contains everything an operator needs to easily convert

JAMMA-compatible cabinets: a pre-mounted PCB/hard drive tray, guns, cables, holsters, buttons and harnesses, decals, and Lexan overlay.

The Maximum Force kit is priced affordably for the street, offering unmatched performance for the price," extolled Mike Taylor, vice president of sales for Atari. "Maximum Force is a perfect piece for bowling alleys, bars, pizza parlors, movie theatres, and other venues where people are looking for entertainment."



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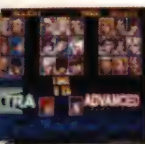
The Sweetly Simple EXTRA MODE!

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AND GEO DO BRASIL LTDA AV. EUGENIO DE JARDIM, CEP 04308-000, SAO PAULO, BRAZIL TEL: 051-11-5588-2300 FAX: 051-11-5588-2780

# 50 NBA TODAY

Volume 1 No.1 March 1997

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INSIDE  
THIS ISSUE

- REAL NBA SCORING
- MILLION DOLLAR SHOT
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# INTERNATIONAL

*news*

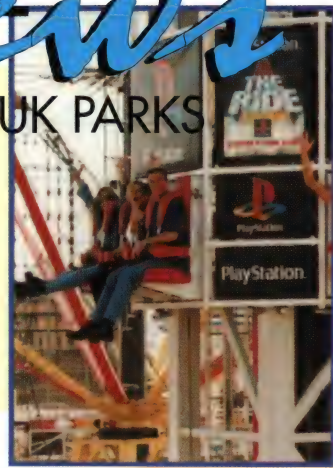
## BRITISH RIDES SET TO WOW IN UK PARKS

UK parks are investing heavily in crowd-pulling thrill rides this year. Blackpool Pleasure Beach has spent £2 million on Playstation - The ride. Designed by S&S Sports Inc, it catapults 12 guests up a 210ft tower and throws them down again.

SkyCoasters from Sky Fun 1, which produce the sensation of skydiving, are set for Oakwood

Park and American Adventure World. Oakwood's Vertigo stand 140ft tall and opens this month. At American Adventure World work has begun on a 200ft ride.

Vekoma is supplying the Millennium Coaster for the Magical World of Fantasy Island. Costing £15 million, it will be Europe's biggest looping rollercoaster.



## VOLCANO FOR KOREAN THEME PARK

EL Segundo, California - visitors entering DooCo Land in Suwon, Korea are captivated by the breathtaking sight of a volcanic explosion - the brainchild of the creative geniuses at Thomas Gregor Associates of El Segundo, California. Three times a night, the thirty-five foot high Grand Entrance Volcano erupts in a spectacular blast of light, sound, steam, water and fire.

TGA brought together major themed entertainment companies like VJ Ltd, Living Waters and Themed Environments to create the one-of-a-kind volcano. In addition to their responsibilities as Show Producer for the project, Thomas Gregor Associates, also provided

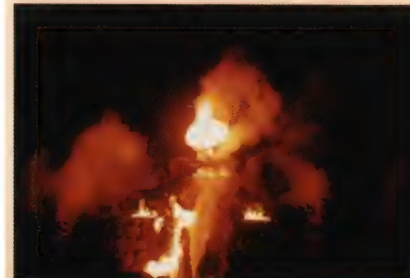
design, audio, lighting and show control to bring the volcano to life.

Few visitors would guess that inside the man-made rockwork mountain, is a control room equipped with the latest hydraulic, pneumatic and digital equipment needed to simulate the massive eruptions. The eruption is a creative combination of water, steam, fire and sound. Seven large pumps supply the water that is piped to pressurized fountains located throughout the rockwork structure. Strategically placed theatrical lighting transforms the fountains into "flowing lava" which plummets down the side of the volcano. A 185 hp steam plant turns hundreds of gallons of

water into columns of dense steam. Liquid Natural Gas, pressurized to 35psi, is stored in a 15,000 gallon accumulator tank. On cue, the gas is released into the air and ignited, producing towering explosions of flame

shooting thirty feet into the air. Digital sound effects combined with an original music score complete the dramatic event. Even before its official opening on July 19th, the volcano was popular among park visitors. "The volcano already has its own groupies," said Ken Wheatley, the Project Manager for Thomas Gregor Associates. "While we were still programming the show the volcano was attracting a crowd. We ran the show constantly every night for a week and people would stay around and watch for hours. It was amazing."

Other Thomas Gregor Associates projects include Odyssey, a spectacular circus musical production for Princess Cruises, Inc.; Hollywood Live On Ice for Busch Gardens; Sunset Stampede at Sam's Town Hotel & Gambling Hall in Las Vegas, Nevada and entertainment systems for the main theatres on board the Grand Princess, the largest cruise ship in the world.



**TIME OUT**



## OFF ROAD CHALLENGE

**WILLIAMS** new driving game Off Road Challenge has moved to the top of the test reports in test sites in both the USA

and Australia. The game is expected in New Zealand in early October.

## DISNEY REVEALS FEC PLANS



**ENDING** months of speculation and rumour by the industry, The Walt Disney Co., on August 8 formally confirmed its plans to create a chain of family entertainment centres under the DisneyQuest, starting with an initial 100,000 sq.ft. facility in Orlando at Walt Disney World Resort in the summer of 1998, and Chicago in the summer of 1999. Future sites will open in other major domestic and international destinations.

Guests will get a chance to interact with familiar Disney beloved characters and places "in a bold new way using advanced technology to turn fantasy into reality," said execs.

Guests entering DisneyQuest will begin their journey at the Venture port, a crossroads which leads to four distinct entertainment environments: the Explore Zone, a virtual adventureland where guests are immersed in exotic and ancient locales; the Score Zone, a superhero competition city where guests can match their gameplaying skills against the best; the Create Zone, a

private "Imagineering" studio for artistic self-expression and invention; and the Replay Zone, a carnival on the moon where guests experience a retro-futuristic spin on classic rides and games. Adventurers can enjoy a respite in two areas: The Wired Wonderland Cafe, featuring indulgent desserts, drinks and a proprietary Internet-based attraction, and FoodQuest, which offers a quick gourmet fix of fresh sandwiches, salads, pizza, and fun foods operated by The Cheesecake Factory through a new Express concept.

Joining Walt Disney Imagineering in the execution of DisneyQuest are American Express, official card of DisneyQuest and developer of the stored value card system, the primary payment method throughout the facility; Hughes-JVC Technology, provider of high performance video and graphics projection systems; Silicon Graphics Inc., provider of high-end workstations for the delivery of real-time computer graphics attractions; Tandem Computers Inc., server provider for the stored value system and the Internet-based attraction, and principal content producer for the DisneyQuest website.

## JAMMA SHOW

**WE** understand that at the next Jamma Show in September Namco will be releasing their new hardware system "System 23" as well as a host of new games to support this platform. Namco

programmers and game developers have been working for over 12 months on games for this system and are confident of some real winners.

# ARTS

## USA

### DEDICATED GAMES

1. Midway Cruis'n World
2. Atari San Francisco Rush
3. Sega Wave Runner
4. Midway Cruis'n USA
5. Sega Daytona USA
6. Namco Alpine Racer 2
7. Namco Alpine Racer
8. Namco Tokyo Wars
9. Namco Alpine Surfer
10. Konami Wave Shark

### CONVERSION GAMES

1. Sega House of the Dead
2. Incred.Tech Tournament 3D Golf
3. Atari Maximum Force
4. Sega Gunblade NY
5. Namco Time Crisis
6. Sega Virtua Cop 2
7. Dynamo Solitaire Challenge
8. Midway Rampage World Tour
9. Sega Virtua Fighter 3
10. Sega Virtual On

### PINBALLS

1. Bally Attack from Mars
2. Sega Scared Stiff
3. Bally The Addams Family
4. Bally Theatre of Magic
5. Williams Junkyard



## NZ

### DEDICATED GAMES

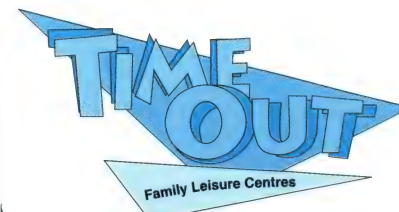
1. Namco Tokyo Wars
2. Atari San Francisco Rush
3. Konami GTi Club
4. Midway Cruis'n World
5. Sega Sega Rally
6. Sega Daytona USA
7. Namco Alpine Racer 2
8. Konami Henry Explorers
9. Sega Virtua Cop 2
10. Sega Scud

### CONVERSION GAMES

1. Namco Tekken 3
2. Capcom Marvel vs Street Fighter
3. Atari Mace
4. Capcom Street Fighter Alpha 2
5. Capcom X-Men vs Street Fighter
6. SNK King of Fighters '97
7. Capcom Street Fighter 3
8. Namco Tekken 2
9. Williams Rampage World Tour
10. ICE Police Trainer

### PINBALLS

1. Williams NBA Fastbreak
2. Williams Medieval Madness
3. Williams Junkyard
4. Bally Scared Stiff
5. Williams Attack from Mars





## AUSTRALIA

### DEDICATED GAMES

1. Namco Tokyo Wars
2. Sega Daytona
3. Atari San Francisco Rush
4. Atari Maximum Force
5. Konami GTi Club
6. Sega Scud DX
7. Midway Cruisin' The World
8. Konami Winding Heat
9. Konami Crypt Killer
10. Gaelco Speed Up

### CONVERSION GAMES

1. Namco Tekken 3
2. Atari Mace
3. Midway Rampage World Tour
4. Capcom Vampire Saviour
5. ICE Police Trainer
6. Namco Point Blank
7. Capcom Street Fighter 3
8. Capcom X-Men vs Street Fighter
9. Sega Virtua Striker 3
10. Midway Max Hang Time

### PINBALLS

1. Williams Medieval Madness
2. Bally NBA Today
3. Bally Scared Stiff
4. Williams Junk Yard
5. Williams Arabian Nights
6. Bally Attack from Mars
7. Williams Johnny Mnemonic
8. Bally Theatre of Magic
9. Bally No Fear
10. Bally Safe Cracker

### REDEMPTION

1. LAI Turtle Merchandiser
2. Jaleco Spider Stompin'
3. Inc.Tech World Class Bowling
4. Funhouse Ticket Tac Toe
5. LAI Tickee Tickats

## JAPAN

### DEDICATED GAMES

1. Taito Go By Train
2. Sega House of the Dead
3. Konami Tell Me Your Heart
4. Sega Top Skater
5. Namco Tokyo Wars
6. Namco Armadillo Racing
7. Sega Virtua Fighter 3
8. Konami GTi Club
9. Sega Virtua Cop 2
10. Namco Alpine Surfer

### CONVERSION GAMES

1. Namco Tekken 3
2. Capcom Vampire Savior
3. Sega Virtua Striker 2
4. Namco Quiz My Angel 2
5. Sega Dynamite Baseball '97
6. Kaneko Gals Panic
7. Sega Virtua Striker
8. Jaleco Vs Mahjong Brand New Star
9. Konami Vs Net Soccer
10. Capcm X-Men vs Street Fighter

### PINBALLS

1. Williams Junkyard
2. Data East Jurassic Park
3. Capcom Pinball Magic
4. Data East Batman Forever
5. Midway Addams Family



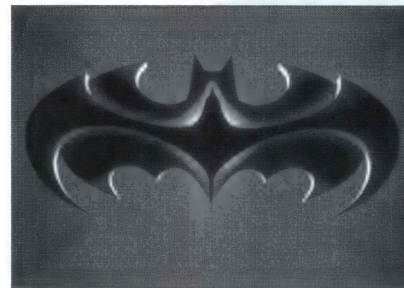
# INTERNATIONAL news

## SEGA OPENS 3RD GAMEWORKS ARCADE

SEGA GameWorks has opened its third massive arcade/LBE site in a huge shopping/leisure mall in the city of Ontario, California located about an hour east of Los Angeles. The new GameWorks stands at 30,000 sq.ft. The store's chief equipment consists of dozens of linked and standalone deluxe video game simulators, plus a dozen or so skill-type games (basketball toss, an Interactive Light Baseball Batting cage, etc). Also in the mix are two unique large-scale attractions: GameWorks' trademark "Vertical Reality," which is an eight-player 40'-high, moving seat

vidgame; and "Game Arce," another eight player vidgame attraction which features a stationary seats in a ring around a "kiosk" of eight giant video projection screens. A snack bar, pub (and rules requiring customers to be 18 and older after 9pm) all aim at attracting an upscale, adult crowd. This new LBE is located in a new mall complex called Ontario Mills, which also boasts a Dave & Buster's, an Iwerks motion simulator theatre, an Imax theatre, and 30 movie theatres, as well as bookstores, music stores and retail stores.

## WARNER SEEKS NEW LONDON SITE



WARNER Bros is considering 40 alternative sites around London for its proposed theme park and studio development after planning problems and rising costs forced it to drop its

Hillingdon location. According to a Warner Bros spokesman, a decision could be made by Christmas.

Partners, Warner Bros and United News & Media are still committed to building a Warner Bros Movie World in the UK. The park was due to open in 1999, but Warner Bros emphasises that it is in no hurry and wants to get the project right.

## GREECE

It is already apparent that females like to play touchscreen multi-game machines as much as males do. Nikos Serdaris, Managing Director of Jac van Ham's Greek arm, S&C Hellas SA, has plans to make sure things stay that way.

As the distributor in Greece for Austrian manufacturer Funworld's Photo Play machine, Mr Serdaris now has ideas for new games specifically designed to attract women players.

## DOLLAR COIN IN US

DOLLAR coin legislation is moving forward on a variety of fronts in the US following successful lobbying by the American Amusement Machine Association.

The AAMA has persuaded key senators to introduce legislation calling for replacement of the dollar bill with a coin.



# INTERNATIONAL *news*

## ASIAN AMUSEMENT EXPO SOLD OUT

**THE** Asian Amusement and International Theme Parks Expo '97 has filled its more than 91,000 square feet of available space. Organisers of the August 27-29th event in Singapore are considering the rental of an additional hall to meet the demand for space.

"At the moment there are almost 150 specialised companies from around the world," says Tony Chan, Exhibition

Manager, "This year's exhibition will be the largest and most comprehensive industry trade show in Asia."

The Exposition is a joint-venture between the International Association of Amusement Parks and Attractions, the American Amusement Machine Association, and AIC Exhibitions. It is the biggest event of its kind outside of the United States.

## IAAPA '97 SHOW FLOOR SPACE FILLS RAPIDLY

**MORE** than 600 companies were assigned space on the 1997 IAAPA trade show floor during the space allocation meeting held May 21-22 in Alexandria Va. This two day meeting reserved 92 percent of available space on the show floor. "We've never had this much space assigned so quickly," reports Joe Rubel, director of conventions and exhibitions at IAAPA.

The dramatic growth of the show

has prompted the space allocation committee, comprised of exhibitor members, to expand the allocation meeting to a two day event. "Even then, we were hard pressed to finish assigning all companies, but that was our goal this year."

Exhibitors were informed of space assignments within three weeks of the May meeting.

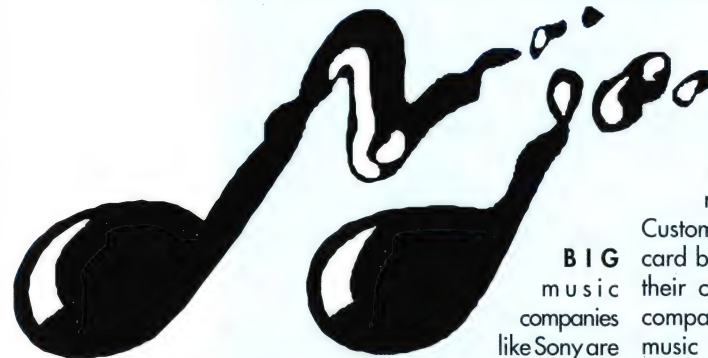
## JAPAN: NEW GAMES, MORE YEN

**MORE** good fiscal year-end results on major vidgame factories from Game Machine Magazine in Japan: Konami says worldwide revenues for their fiscal 1996 (which ended in March, 1997) were up 22.9% over fiscal '95 to 69.4 billion yen. Net profits rose a whopping 357% overall (including home video, karaoke, etc); coin-op games sales earnings as a separate category rose 126% (though their Japanese arcade operations were down

10%). Konami is reportedly shipping the very first title to use "Cobra," its new "million-polygons-a-scene" video game hardware system, to the Japanese market this month; first Cobra title is a martial arts game called "Fighting Wu-Shu". SNK Corp says its six-month earnings thru March of '97 came in a 23 billion yen, with net profits over 1 billion for the period. This can't be directly compared to last year, since SNK has just shifted the term dates of its fiscal year. Tecmo was also doing better, with coin-op game revenues up 56.5% over the previous fiscal year. Tecmo's overall finances regained a credit balance after two years in the red.



## MUSIC INDUSTRY LOOKS TO THE INTERNET FOR SALES



with IBM on the development of such technology.

The article also chronicled the recent sales of individual tracks for 99 cents each over the Internet by the music company N2K Inc.

**BIG** music companies like Sony are reportedly

exploring the possibility of using the Internet to download and distribute music, possibly for the creation of customised CDs in the future, the Wall Street Journal reported recently.

According to the Journal, Sony has even registered a trademark for the term Netman (remember the Walkman) for just such applications and is working

Customers log on and pay by credit card before downloading the song to their computers hard drive. Another company is considering the sale of music by the minute, with each 60 seconds of music selling for 10 cents.

Despite such ambitious plans, some of which should be put into place by the end of this year, the technical hurdles, which include the length of download time and the need for high-end computer and CD hardware, are still daunting for most in the music business.

## PC TECHNOLOGY SHOULD BRING MOTION PLATFORMS TO ARCADES

**THE** introduction of a PC game platform should lower the risk arcade operators face when considering the purchase of a motion-based simulation experience, according to Ontario, Canada based Jesler Enterprises, maker of the Electro-Ride and a member of the newly formed Open Arcade Architecture Forum recently announced by Intel Corp.

By unbundling the components of what were previously proprietary hardware and software packages, operators can now look to interchangeable software for a relatively affordable motion platform. Jesler says this should also convince game developers to write cutting edge software that will run on motion platforms.

The Electro-Ride uses brushless

servo motors to drive its system, explained Jesler president Mike Sabatino. "The Electro-Ride was purposely developed without the use of sophisticated air or hydraulic systems to allow for easy servicing and maintenance. The servo technology we use makes it very easy to add motion to any type of simulation."

Jesler's simulation platform takes up 15 square feet of floor space and uses a standard voltage supply. The company is currently working with PC game developer Mango Grits on its new game Barrage and American Software Corp. on Hardcore 4x4 with plans to release both games on its motion base.



# REDEMPTION

D I S P L A Y S

## DISPLAY

**ONE** point that we continually make when discussing redemption merchandise is the importance of product display. It reputedly takes six seconds for a customer to make the decision whether to try or buy a product, so in that six seconds we must try and influence the customer using four basic rules of display:

- IMPACT • SIMPLICITY
- LIGHT • INFORMATION

## IMPACT

**GROUP** of stock thereby creating a focal point for the customers attention. Colour contrast or utilising one colour to highlight product. Making the product look like fun, one that a customer cannot wait to own.

## SIMPLICITY

**NOT** cluttering the display. Uniformity of display systems ie, shelving and stands.

## LIGHTING

**USING** a mix of lighting to create a mood or highlight a particular product.

## INFORMATION

**PROVIDING** the customer with enough information to know what he/she needs to do to obtain the product.

Combine these basic rules with good maintenance (cleanliness and maintaining full displays) and you are on your way to creating an eyecatching display.

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 Ken Thompson Ph 04 389-3919 Mobile 021 663-654 Fax 04 389-3657  
**South Island:** Garth Ennor Ph 03 338-1411 Mobile 025 221-8694 Fax 03 338-1410



# INTERNATIONAL news

## WILLIAMS SPINS OFF MIDWAY STOCK

WMS Inc., announced Monday, August 11, that it's decided to spin off its Midway Games division as a separate corporation. WMS holds an 86.8% share in Midway

WILLIAMS ELECTRONICS GAMES, INC.

Williams

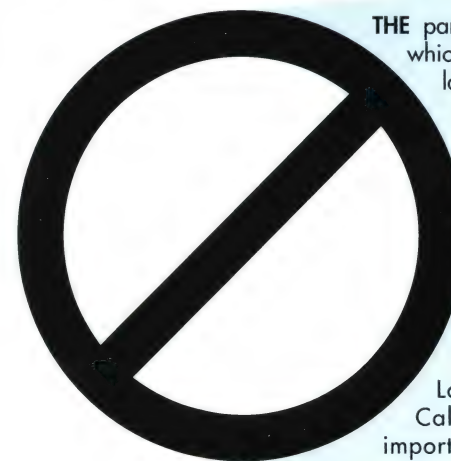
Bally

MIDWAY VIDEO GAMES

and, according to Next Generation Magazine, "is looking to use these profits to expand the company, possibly through the acquisition of other developers." It's

speculated that WMS execs feel their video game subsidiary is being dragged down by its sub-performing gaming and pinball divisions. The Board of Directors also believes Midway stock is currently undervalued...so the execs hope to reduce regulatory burdens by separating Midway from Williams Gaming. The proposed spinoff should happen in early 1998 - if all legal requirements, and regulatory mish mash are met.

## SEGA SUES OVER PARALLEL IMPORT



**THE** parallel imports issue, which created a bitter lawsuit and political conflict from 1988 through 1990, has returned. Sega Enterprises Ltd (Japan) and Sega Gameworks LLC (USA) filed suit on June 24 in the US federal court in Los Angeles, California, against import-export business

Worldwide Video (Brad Brown, San Diego) and Pakmann Arcade (Edward Looi, Pasadena). Sega charges the defendants with copyright infringement. At issue, strangely enough, is not a printed circuit board but rather a marquee header of a parallel import version of the factory's House of the Dead video game. Brad Brown freely admits that his firm, Worldwide Video, imported and sold the parallel version to Looi. Federal appellate courts around the USA have issued dozens of conflicting rulings regarding parallel imports in various industries over the years.

## NAMCO & SQUARESOFT JOIN FORCES

**BEGINNING** later this year, Namco will for the first time offer additional vidgame software titles from an outside developer for Namco's System 12 coin-op platform (the same hardware used for Tekken 3). Under a new licensing agreement, home game publisher Squaresoft of Japan will develop original titles for Namco. This is Squaresoft's first venture into the commercial, pay-for-play market. Squaresoft subsidiary Dream Factory will be in charge of the software development

for the first project licensed to Namco. This is the same design group that created Tobal 1 and 2 for the Sony PlayStation. The new coin-op game, which will utilise System 12's 3D capabilities, is expected to debut at this September's JAMMA Show in Tokyo. The System 12 hardware, developed by Namco in cooperation with Sony Computer Entertainment, is described as a "cost effective, high performance board."





THE CLUB IS THE ONLY WAY TO GO

# GTI CLUB

RALLY COTE D'AZUR

## Taking Shortcuts Can Lead To The Front



This shortcut is right after the gas station as you start to go up the hill. It is off to your left.

You can drive right through the gate at the bottom of the big hill. Don't worry about hitting any of the patrons.



There are a lot of shortcuts in the game. You can drive on every road you see. All you need to do is find the right path to take the lead. But if you choose a wrong path, you'll end up last.

## The Handbrake



This is one of the most original features of GTI Club. The handbrake removes the need to use the regular brake all together.

## Bomb Tag



The secret to bomb tag is to out maneuver your opponents. The course is small but it does make it easier to find other players.

## Driving Tips

Forget using your normal brake. The handbrake is much better when you need to make a quick turn. If you find yourself going the wrong way, tap the gas while pulling on the handbrake and you will do a 180-degree turn.



## Tiny Little Cars



Yes these are not your normal American cars. Nope, these are the econo-boxes from Europe. There are four to choose from, but if you want to spend an extra token or two, you can upgrade to the yellow sports car.

## Gaming Has Gone To The Dogs!



To race as the dogs, hold down all buttons as well as down on the gear shifter (which ironically is "up" for gears) and then select your car and race. The cars are all dogs!



GTI Club is a very well put together racer. It has one of the coolest features I have seen. The handbrake allows you to tear around hairpin curves a lot faster than in most other games. Don't let the cute little cars fool you—they are all serious racers.

## Tricks to Win



Pumping the gas and turning the wheel will give you several tricks!



Just as a review, there are several tricks that will help you avoid oncoming traffic. By pumping the gas twice, you get a wheelie that will help you jump cars. Pumping the gas and turning the wheel will put you up on two wheels, and rotate you in the air, giving you bonus time and maybe a jump on the other players.

# ACCOUNTANTS CORNER

YEAR 2000: NO COBOL, NO MAINFRAME, NO PROBLEM, RIGHT? WRONG. PLACE YOUR BET CORRECTLY ON THE YEAR 2000 ROULETTE WHEEL.

IT'S the end of the world as we know it. At least, as the year 2000 approaches, many people are warning of a computer apocalypse. Some of these doomsayers are software vendors and consultants who are trying to sell salvation for you and your computer system. There are several questions you will want the answer to. Should you buy? How big is the year 2000 problem, anyway? Whom will it affect? Will PC users be immune?

Well, the year 2000 problem is real, and the ramifications will be huge. No one will be completely immune, although some firms and individuals will experience fewer problems than others. Some industry experts are estimating that the worldwide cost of fixing - or surviving - the year 2000 problem will be between \$400 and \$600 billion.

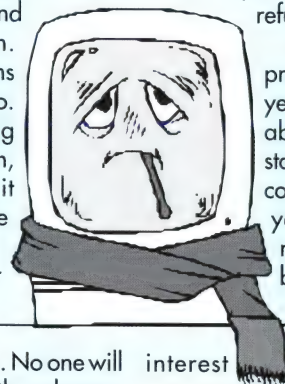
The year 2000 problem will affect every government agency, business, or individual that uses a computer. Even if you do not use one, you will still feel the impact when you interact with anyone who does. If you

have insurance, buy airline tickets, or want season passes to a sporting event, you may have trouble. The automated systems that control your buildings heating and cooling and your cherished ATM may refuse to work.

Businesses that do not prepare properly for the year 2000 may not be able to survive it. For starters, businesses whose computer systems are not year 2000 compliant may be unable to obtain business insurance.

Mistakes in calculating interest or a delay in payments, automatic checks, or premium notices may expose a company to legal risk. An nothing motivates like legal exposure.

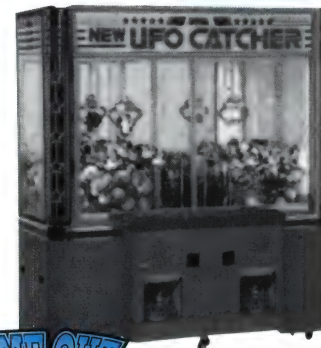
A company may lose revenue because its computer will not recognise a purchase order with a date after 1999. A company may refuse to order from your company or refuse to enter into a joint venture with your company because your computer system cannot handle year 2000 dates in a standard way.



## UFO CATCHER SKILLTESTER

THESE great machines have arrived and are available now from our factory. These great skilltesters have some really exciting features and have been made in

an appealing colour. The mechanism on these UFO Catchers features two arms instead of one. This form of challenge has long proven popular and Skilltesters are great earners all across the country.



TIME OUT



# exchanging MECHANISM

**CITIZENS** of Europe, calculators at the ready, your monetary world is about to be turned upside down.

It's a sobering thought isn't it? Sometime between 1 January 1999 and 1 January 2002 the Franc, Deutschmark and Lira - among others - will have been usurped by single currency interloper the Euro.

Picture the confusion in shops, petrol stations and markets across the Continent. Entire populations will be reduced to 'tourist' status, fumbling about for the right change, and plagued by a nagging suspicion that they have been ripped off.

Spare a thought then for an industry which depends more than a little on cold, hard cash. With gaming, it is coins that spew out of hoppers, often to be replayed in the machine. As for other kinds of amusements, while smart cards have an increasingly important role to play, the vast majority of games are still coin-operated.

'Logistical' and 'nightmare' are words that spring all too readily to mind when you get down to the nitty gritty. After all, there are coin mechs to be replaced, new security issues to be addressed, the changeover period to be considered and that's just the tip of the single currency iceberg.

Fortunately, the coin-handling sector of the industry has been working away behind the scenes for some time now in an

attempt to make the transition as smooth as possible. Major cash handling company Mars Electronics has had a heavy involvement in the development of the new currency. It offers its expertise to all the European Mints and has sat on various committees involved in the design and implementation of the new coinage.

The company is waiting for clearance from the EU on exact coin specifications so it can finish reprogramming coin-mechs to accommodate both outgoing domestic currencies and the new single currency.

"The main issue is the transition of the conversion," explains Nigel Winstanley, Mars Electronics' UK business manager, coin-mech sales, referring to the period of double circulation of the former national currencies and the Euro from the moment the new coins are introduced. While the Euro coins are banknotes will be introduced in each of the EMU (European Monetary Union) member states on the same day, the national currencies will lose their status as legal tender at different times.

"The retail sector wants an overnight changeover," Winstanley says. "But this would not work for coin-op. There are conversion problems, tills need to be cashed up each evening, machines need to change their layout and plumbing."

Good news for the sector is that a compromise looks to have been reached, with a six-month period of double circulation agreed by the EU. Nevertheless, it is still up to individual member states to try and reduce this as much as possible.

Another issue is that of coin

denominations. Unfortunately, the first wave of minting will not include a 5 Euro coin. In fact, the highest denomination will be the 2 Euro. This is a problem for countries whose highest coin denomination will not be matched by the Euro. "In Germany, France and Spain it's a step back," argues Eduardo Antoja, vice-president of Euromat and Spanish company Unidesa. He also claims it will be galling for the UK industry which is currently anticipating the arrival of the £2 coin, also worth more than the 2 Euro.

Also at issue are stake and prize levels. At the recent Euromat annual general meeting newly-elected president Hans Rosensweig voiced his hope that governments would be generous with prize levels, rounding figures up rather than down. Antoja is optimistic: "This is an opportunity rather than a problem." He agrees that it depends on the country in question, but feels this is the perfect occasion for industries to lobby for increases in both stake and prize levels.

Finally, tighter security is a further potentially positive aspect of the changeover to a single currency. With the wholesale scrapping of an entire continent's worth of coinage, the opportunity is there to design forgery-proof money. "The new coin set will be complex," says Winstanley, "There will be new technical features and it will be harder for fraudsters to fabricate coins."

Machines strimmers consigned to the annals of history? Who said the Euro was a waste of time?

COURTESY AB EUROPE

## VOYAGER F5000

WHEN was the last time something really outstandingly new happened in this industry?

Thrillseekers Australia introduce the world's best draw card game, the totally awesome and utterly addictive, Voyager F5000 interactive flight simulator.

Thrillseekers Australia, a Melbourne based distribution and marketing company, has just launched a brand new interactive flight simulator to the amusement industry.

If you think of all the things you would like in a simulator, the Voyager F5000 is the answer.

- Fully interactive - the pilot has total control over the motion and position of the vehicle and the speed at which he flies through the game.
- Brilliant, top level, exclusive gameplay - the Voyager F5000 has world exclusive use of Psygnosis's Wipeout 2097

(known as Wipeout XL in the US markets), an exciting antigravity vehicle flying through futuristic tracks where the second seat in the simulator is taken up by the weapons controller who can shoot an array of incredible weapons at competitors in the race.

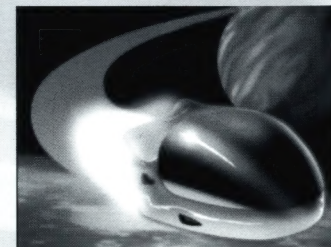
- Fully air conditioned capsule - no.
- 16 levels of combinations to challenge the most skilled pilot and weapons controller - and to keep them coming back.
- Machines are linkable to enable competitors to compete directly against each other.
- Let there be no mistake, to play this game to a high standard requires skill and commitment to improving your performance. Unlike passive simulators which simply show a movie and take you for a motion ride, the F5000 requires absolute skill and concentration from the rider.

Feedback from the queues of people that waited to ride the F5000 recently confirms

Thrillseekers belief that there is nothing in the industry that offers this level of excitement and reward to the rider. Incidentally, the F5000 averages 15 rides per hour.

Recent observations in the USA showed that none of the mainstream low end driving and fighting games commanded a price per play of more than \$1.00 and in fact some of the top games were going for 35 cents.

Any modern outlet must have a clever mix of low cost, low price standards combined with a set of premium show stoppers or drawcards and for the new age of visionary operators the F5000 has to be the very best drawcard available in the world today.



## KONAMI... WITH A BULLET!



**TOTALLY** wild action. Totally awesome graphics. Total Vice! It's the latest from Konami, a two-player video upright handgun game in a handsome dedicated cabinet. Players join a special task force, charged with seeking out and destroying a nasty band of international terrorists. Okay, maybe the guns and

the title won't appeal to those "lets play nice" people. But hey, the nation's lawmakers and guardians of morality will like the operator adjustable violence settings.





# HEIRS TO THE POWER



## NEW FEATURES

### Vertical Shifting

Lightly tap the lever up to shift deep, down to shift this side. More flex and complex battle can be performed.



### Motion Capture

Famous fighters play a role in motion capturing to produce realistic movements.



### Background

All are newly designed. Buildings of the background are constructed by with 3D modeling. More expression of 3D space.



## Character Modeling

All are newly created. With Connected joints of character models by the envelope program, the models are more humanlike than the previous doll like characters.



Specifications PCB: system 12 Control: 8-direction lever x1, 4 Buttons



# SAN FRANCISCO RUSH

## EXTREME RACING

Get Your FIX!!

NOW AVAILABLE IN 50"

...with San Francisco RUSH The most realistic racing game ever!



Choose from up to eight exciting cars to race up and down and all around the world famous sights and sounds of San Francisco. Each of the cars offer different levels of realism and the outrageous jumps, crashes, and multitude of short cuts will have your customers playing again and again...

Linkable for up to 8-players, San Francisco RUSH is an ideal attraction for any location. Crafted to earn for years to come, it will be one of the best investments you will ever make.

Take a ride, Get a RUSH!!  
San Francisco RUSH.

Twin Sit-down with banner  
Height: 88.5 in. (225 cm)  
Width: 64.5 in. (164 cm)  
Depth: 65 in. (165.5 cm)  
Weight: 1232 lbs (560 kg)



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NeoPrint

## Neo Print Photo Stickers are here!!

Neo Print is the hottest photo booth out today! 16 photo stickers with 4 different types of frames all on one sheet. Collect them, trade them or stick them on just about anything!!!



Color

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Sepia

### Multiple Options

- 3 color variations! In addition to color, select dramatic black & white or elegant sepia prints.
- Choose from 12 basic frame styles each with 4 different fun and original frames. That's 48 different back grounds.
- Preview function that allows consumers to get just the right photo.
- Cartridge based. A quick and easy way to keep the Neo Print fresh. Keep consumers coming back for hundreds of new creative frames.

### Superior Video Printer

- A built-in, high speed printer produces photos in 25 seconds, less than half the time of our competitors. Less waiting for more customers and profits!
- 1024 x 496 pixels per inch for the best quality photos.
- A roll paper developing system with a proven track record.

### Unique Cabinet Design

- Stylish color and graphics that will fit into any location and attract every customer.
- Special reflective canopy that provides optimal picture quality.
- Minimal footprint size to allow Neo Print to stand virtually anywhere.

- Holiday Greetings
- Postcards
- Identification Cards
- In Locketts
- Achievement Certificates
- Letters
- Awards
- Gifts
- Personal Items
- Children's I.D.s
- Books and Binders
- Graduation Announcements
- Organizers
- Birth Announcements
- Wine Bottle Labels
- Special Memories
- And many many more!!!

The Future Is Now  
**SNK**

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## OFFERS A PREVIEW OF COIN-OP GAME CONTENT COURTESY PLAYMETER

**WHILE** the national media, including a full page spread in USA Today, focused its attention on a wide range of new consumer content games geared for women, cyberbabes, and 3D shooting games - introduced at the Electronic Entertainment Expo, several key players from the computer and coin-op industries hinted at the growing role of the arcade and location based entertainment market.

One of those players was Dr Andy Grove, chairman and CEO of Intel Corp., who demonstrated how Intel processors are being used to power a new generation of interactive experiences by taking a break from his keynote address to show off Evans & Sutherland's LBE experience Virtual Glider.

"The Virtual Glider demonstrates the need for Intel's high performance processing power to drive real-time graphics to new heights," Grove said. "The Pentium II processor delivers superior performance for creative multi-media applications and will enable exciting new forms of interactive, electronic education and entertainment."

With this technology, developers can take advantage of the affordability and flexibility of the Intel architecture without sacrificing the performance previously available only on more costly Unix graphics systems.

Grove's presentation was

part of a general call for the video gaming industry to redefine itself and expand beyond the young male twitch gamer to offer a greater range of users and applications. "The PC is the vehicle for future growth of the interactive entertainment industry," he declared.

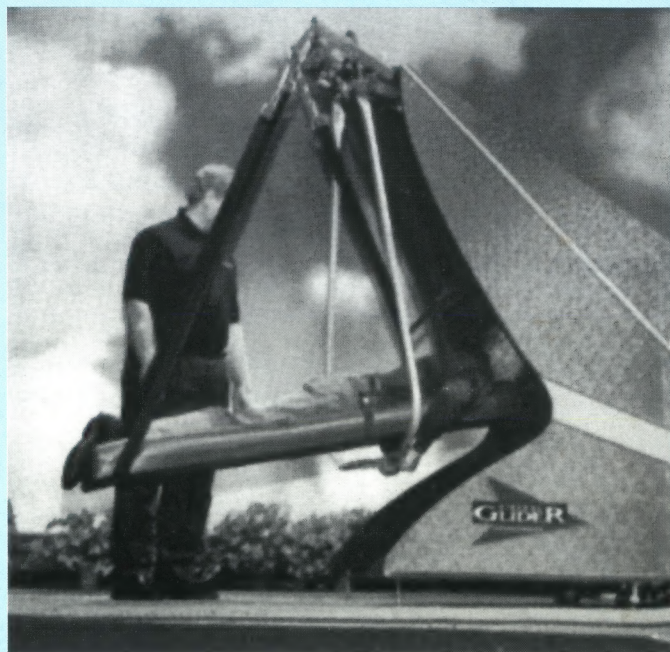
### OTHER DEVELOPMENTS

**QUANTUM 3D Inc.**, an offshoot of the now familiar 3Dfx Interactive graphics chipset supplier, was also on hand at E3 to make a major announcement about its new product, the Obsidian family of advanced real time 3D accelerators, which will be used by FASA Interactive as

the design platform for its upcoming game MechWarrior 3.

Optimised for coin-op and LBE applications, Obsidian, which utilises 3Dfx's Voodoo Graphics chipset, is a key component specified in the Open Arcade Architecture published by Intel.

"FASA Interactive has demonstrated a leadership role by incorporated 3D techniques beyond the capabilities of current consumer level graphics," said Quantum 3D's senior product marketing manager Danny Sanchez. The much awaited game will be published by MicroProse and will utilise Microsoft's Direct 3D game development tool set.



TIME OUT

## AMERICAN TRADE SHOWS ..... DECISIONS, DECISIONS, DECISIONS .....

**IT'S** that time of year again. If you're like me, you've received information for numerous fall trade shows, it's sitting on your desk and you're trying to decide to go to one of them, two, or all three. If you are in other businesses, you're decision is probably even more complicated. It's become a difficult decision not only for exhibitors, but for attendees as well. I've been to all of them regularly. Let me give you a layman's overview of how I view each show.

### AMOA SHOW: ATLANTA, GA, OCTOBER 23-25

**THIS** show has been around many years, and has evolved with the industry. This year evolution makes a big jump ahead at the AMOA Show - in technology. Everyone is looking for the answer to the future of the amusement industry. Universally, most agree that it will be driven by technological change, as has always been the case. The AMOA Show for 1997 has a large number of technological companies that have never shown at any traditional industry convention. Intel makes its debut at this year's AMOA. There is a new "developers row." This is an area dedicated to software developers of game software. These are not the traditional developers that we're accustomed to. These are developers that, because of the future of generic platforms, and downloading capabilities, will be able to develop a game, and make it available for much less than we are currently paying, in theory.

There are still the

traditional exhibitors, the backbone of the show. Manufacturers distributors, suppliers of all kinds, pool and dart league suppliers, will all be in attendance. There will be the same number of exhibitors as last years show, if not more, but it will look different. A small number of exhibitors have decided not to show this year, but I can assure you they'll be on the floor, looking for answers, just like everyone else.

Seminars are always a key part of any convention. The typical AMOA seminar attendee is already an industry member, and has a specific area that he would like to expand into, or perhaps get a refresher course in an area he is already involved in.

### IAAPA: ORLANDO, FLA, NOVEMBER 18-22

**THIS** is the Consumer Electronics Show of the amusement industry. It's enormous. If you are an operator primarily in amusement parks, or large FEC installations, this may be the only show you really need to attend. There is everything from

games, to laser tag, photo booths, plush suppliers, softplay suppliers, roller coaster manufacturers, and everything you have ever seen in an amusement park.

Just over the last few years have you began to see amusement operators attend IAAPA in greater numbers, myself included. Some have accused the ASI and AMOA Show attendees as having lackluster enthusiasm levels. At the IAAPA Show, they are dancing in the aisles. There just isn't much for the traditional street operator at IAAPA.

### FUN EXPO, LAS VEGAS, NV, SEPTEMBER 23-26

**IF** the AMOA is perceived as the show for old-time operators who have been in the business for decades (which in reality isn't true), then the Fun Expo is perceived as for those that aren't currently in the business, but want to be (which in reality, isn't totally accurate either). It has a combination of something for everyone. Frankly, it is the show that the AMOA, ASI and or the IAAPA, should have been. If I'm thinking of opening an FEC, or other large gameroom operation, I'm at the Fun Expo. It is sponsored by the IFECA organisation, which is a very successful (relatively new) trade association.

The venue of Las Vegas is the most popular site for a trade show. Surveys have confirmed that. The seminars cover a wide range of all topics for the FEC operator.

COURTESY REPLAY



TIME OUT